

TECH TALK:

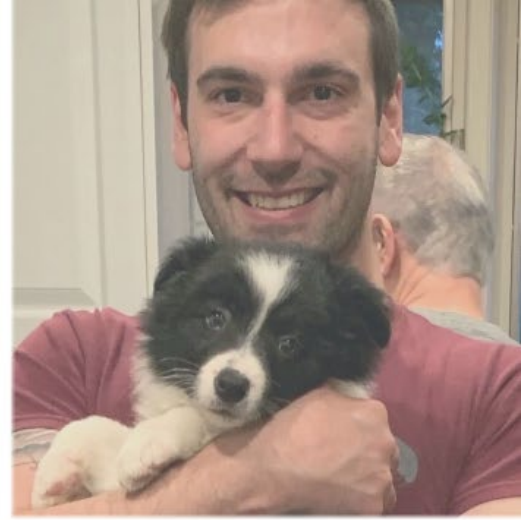
Leveraging Custom Solutions

03/18/2021



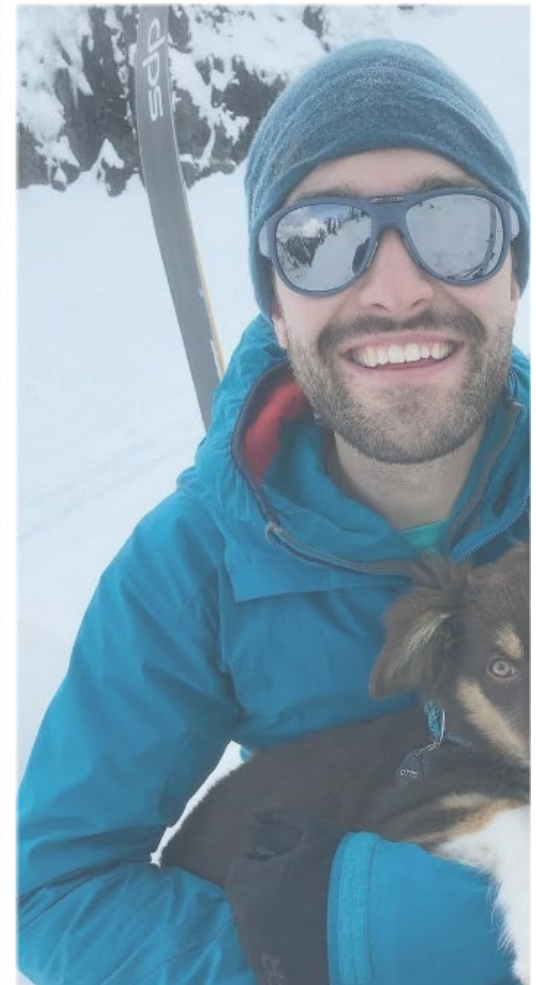
Meet Your Field Engineers

Adam Ghannoum
Field Engineer



Meet Your Field Engineers

Matt Hasenohr Field Engineer



Agenda

- What is Swagelok Custom Solutions?
- Ease Project Management
- Improve Standardization and Safety
- Questions



A technician with blonde hair and safety glasses is focused on working on a complex industrial assembly. The assembly consists of numerous metal pipes, valves, and actuators, some of which have yellow protective caps. The technician is wearing a dark blue polo shirt with a logo on the sleeve. The background is slightly blurred, emphasizing the technician and the machinery.

**Did you know that Swagelok
offers Assembly Services?**

What is Swagelok Services?

Design & Assembly



Onsite Services



Training



What is Swagelok Custom Solutions?

Custom Solutions

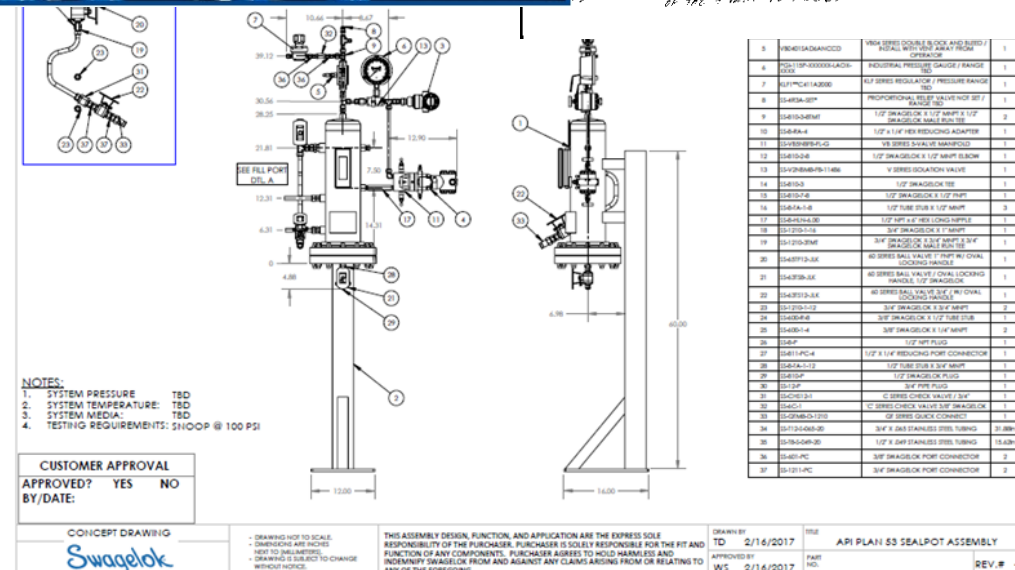
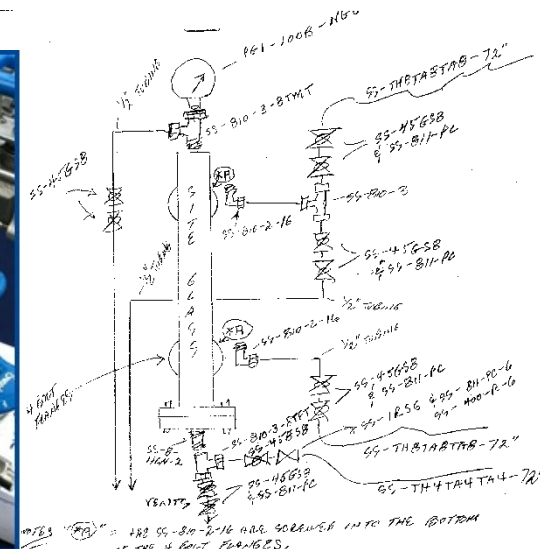
- Fabrication Services
- Pre-Engineered Application Solutions
- Kitting Services
- Design and Layout Services
- Automation and Controls Options



What is Swagelok Custom Solutions?

Fabrication Services

- Work from P&ID to CAD to construction
- Copy existing systems without existing drawings
- Enclosures, skids, tube bending, panels, sanitary/vac, etc.
- ASME Section IX Welding



What is Swagelok Custom Solutions?

Pre-Engineered Application Solutions

- Sampling System Subsystems
- Mechanical Seal Support Systems
- Grab Sampling Stations
- Gas Distribution Systems
- Valve Automation
- Hose Assemblies



A man with long dark hair and a beard, wearing safety glasses and blue gloves, is working on a metal structure in a workshop. He is looking down at his work. The background is a blurred industrial setting with various equipment and structures.

**What stresses you out the most
about projects?**

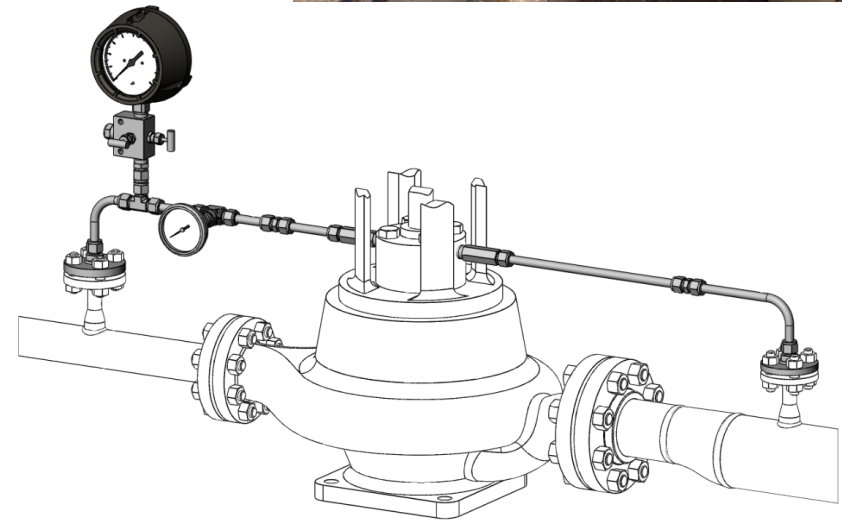
Seal Support System Kits

Challenge: A paper manufacturer has an upcoming turnaround and needs to replace seal flush systems

Multiple suppliers

Lost components and lengthy preparation

Solution: Single-source kit for all components needed for each pump



Seal Support System Kits

Results:

Single supplier management

Reduced labor costs

Improved project timeline and speed





What is most **important to your company?**

Standard Grab Sample Stations

Challenge: An oil refinery currently builds grab sample stations on-site due to ease of customization

- Sample station variations
- Safety concerns
- Multiple suppliers for components
- Sample quality issues

Solution: Standardized grab sample stations



Standard Grab Sample Stations

Results:

- Improved safety due to standardization
- Reduced project costs
- Improved sample quality
- Reduced engineering strain



Get In Touch

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